

Quick Tips for Preparing your Home for Buyer Showings

Timing and Coordination

- ✓ If an agent calls you to confirm a time to show the house to their client, try to make sure to get the Agents Name and the Company Name. Ask the agent to get in touch with you if their schedule changes or they are running late. This will help you plan ahead.
- ✓ Be accommodating. If the buyer or agent gives you short notice, roll with the punches. Buyers are impulsive. Your home may not have been on their initial list but they may come across it while driving through the neighborhood.
- ✓ Make sure that you leave your house while an agent is showing it to a potential buyer. Buyers want to be able to take their time and discuss things with their agent without you hovering over their shoulder. If notice is tight, take a walk around the neighborhood, but please give the buyer space.
- ✓ Each agent's information will be automatically logged into the lockbox when they access the keys so there is no need to bother them about contact information.

Presentation

- ✓ Make sure that all beds are made.
- ✓ Turn on the lights and open the blinds and curtains.
- ✓ Clean off the kitchen counters and put dirty dishes in the dishwasher.
- ✓ Arrange for pets to be put in their kennels or at the least make sure they are outside. Nothing is more intimidating to a potential buyer than a loud barking dog or one that jumps on them the moment they walk in the door.
- ✓ Turn off all TVs around the house.
- ✓ Make sure the temperature is comfortable.
- ✓ Clean off bathroom counters and shut toilet seats.
- ✓ Pick up clothes that may have been thrown on closet floors.

Most importantly, *don't panic*. If you keep your home ready to be shown on short notice at all times, there will be much less stress in preparing once you get the call. While your home is on the market, take the extra time to put things away where they belong when you are done with them. Keep your bathroom and kitchen counters free of clutter and always make sure your beds are made when you leave the house. Agents may show your home during the day when you are at work and you may not have time to run home and prepare. Keep your home clean and presentable at all times and you are in the clear.